

Want Ads.,
Agriculture,
Commerce.

The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, FEBRUARY 26, 1911.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Continued Activity in
All Classes of City and
Suburban Property.

NO FANCY PRICES,
BUT MUCH TRADING

More Talk of a General Real Estate Exchange—Suburbanites Getting Busy as Spring Approaches—Small Stores Going Up on West Broad Street.

The past week has been a lively one with the real estate agents of Richmond. Not all of them made big sales, but all have made a record and closed up some business, and all have been exceedingly busy weighing down that string with prospective deals that may or may not drop off in the consummated state in the near or far future, for every one of the sixty odd agencies reports active inquiry and many investors and home builders showing a strong disposition to buy. This kind of activity is not confined to any particular part of the city or any particular class of property. The sales that have been made are also of a general character, showing that property in every part of the city and in all of the suburbs is in quiet demand.

The Noonan Realty Corporation, which a few weeks ago established a real estate exchange in the upper rooms of their office building on Eighth Street, are so much pleased with the experiment that they have addressed a circular letter to all of the agents proposing to make it, with their cooperation, a general exchange wherein auction sales may be pulled off at least two days in the week, regardless of the weather conditions on the outside. It remains to be seen what the agents will do in regard to a general exchange.

Many Encouraging Transactions. The Noonan Realty Corporation report good business during the past week and a number of very satisfactory sales, including a building near the new viaduct. Another agent, who declined to give any particulars, not even his own name, in connection with the deals, reported with smiling face a \$10,000 sale of Broad Street property. Another reports business active in the Battle Abbey region, and the sale of several lots there to home builders; also other properties in the West End amounting to about \$16,000.

Riterson & Crutchfield closed some good transactions last week, including a Main Street store, some valuable business property at an unmentioned point near the business heart of the city and on West Broad Street, all of which fetched up about \$15,000.

Last Corner Lot Gone. Seldon Taylor & Co. sold about \$10,000 worth of property during the week, consisting of a Broad Street store and a vacant lot on West Franklin, at the corner of Boyd Street. This Franklin Street deal is interesting in that it is the last of the Franklin corner lot that is available for would-be mansion builders. The sale was made for Clarence Millhiser. The name of the purchaser is withheld for the present, but it has leaked out that it is his purpose to proceed at once to erect a fine dwelling on the lot.

25,000 Mount Vernon Avenue home changed hands last week, but for the present the agent who engineered the deal is withholding names of any of the parties to the transaction.

Large Aggregate of Business.

Pollard & Bagby report numerous small sales of residence property that aggregated about \$25,000. Many other agents report sales of like character, and that is about all they do report, for they will not make public the names of buyers and sellers until all of the deeds get safely in the hands of the recording clerks, and by that time the news will be stale. Enough is known, however, to show that the real estate business is in fine shape, and that the sales of property within the city limits during the week just closed will total a little more than \$200,000.

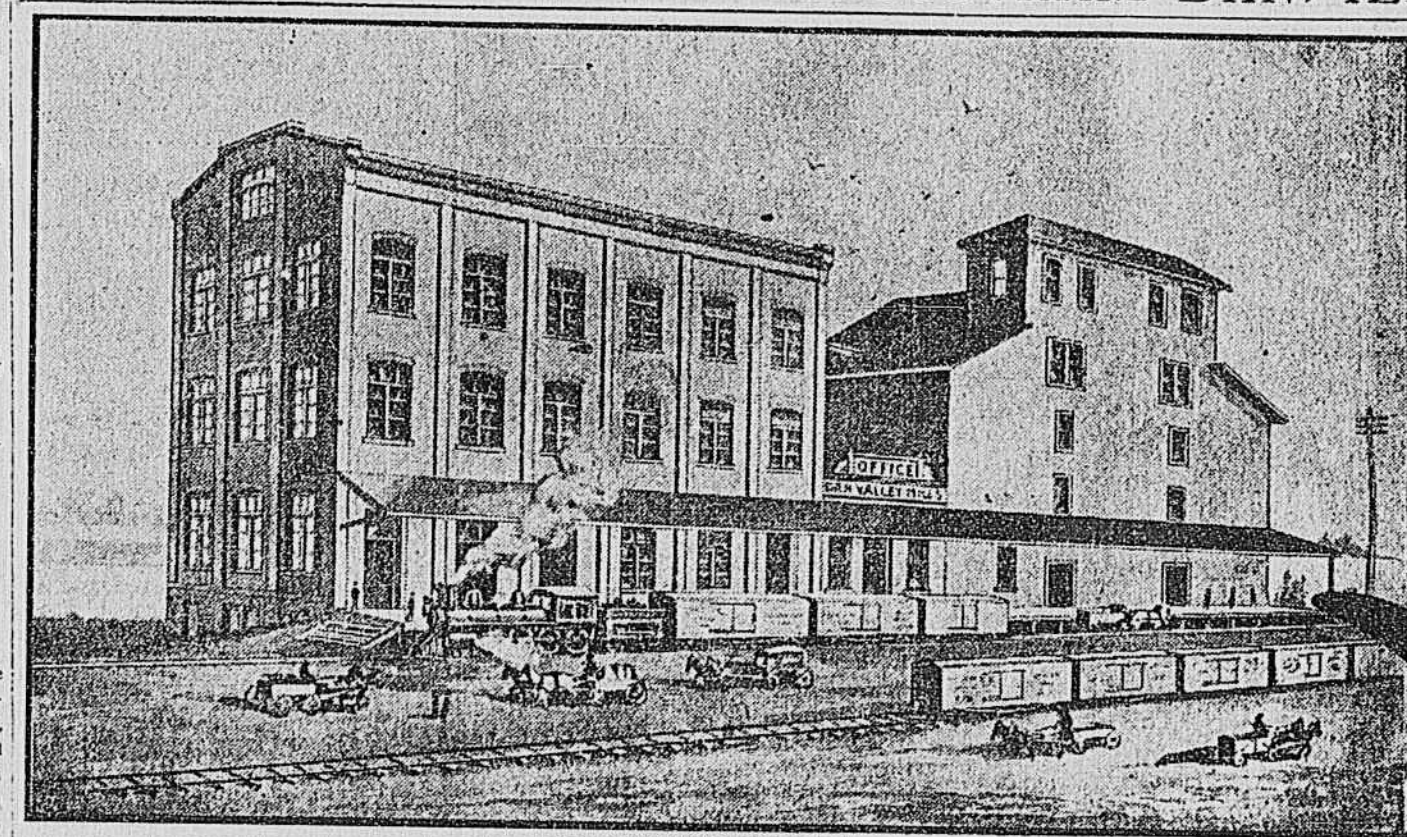
Several of the agents with knowing winks and well-guarded tongues tell of gigantic deals that are almost ripe and will be in shape for reporting very soon. This is doubtless true, but at the same time there is nothing between the stars and the earth that is more uncertain than a Richmond realty deal that has not been closed and the papers therefor signed, sealed and delivered to the court clerk.

Golson & Nash motored over to South Richmond on day last week and sold a lot to a tobacco dealer, who proposes to build a factory on the same, and it is supposed that he is going to erect a pretty good sort of a factory, as he paid \$5,000 for the lot. There is growing activity in West Broad Street business property. Many of the recent sales have been of property along that thoroughfare, upon which the buyers propose to erect stores. One of the recent buyers will this spring erect seven stores on West Broad between Allen Avenue and Meadow Street.

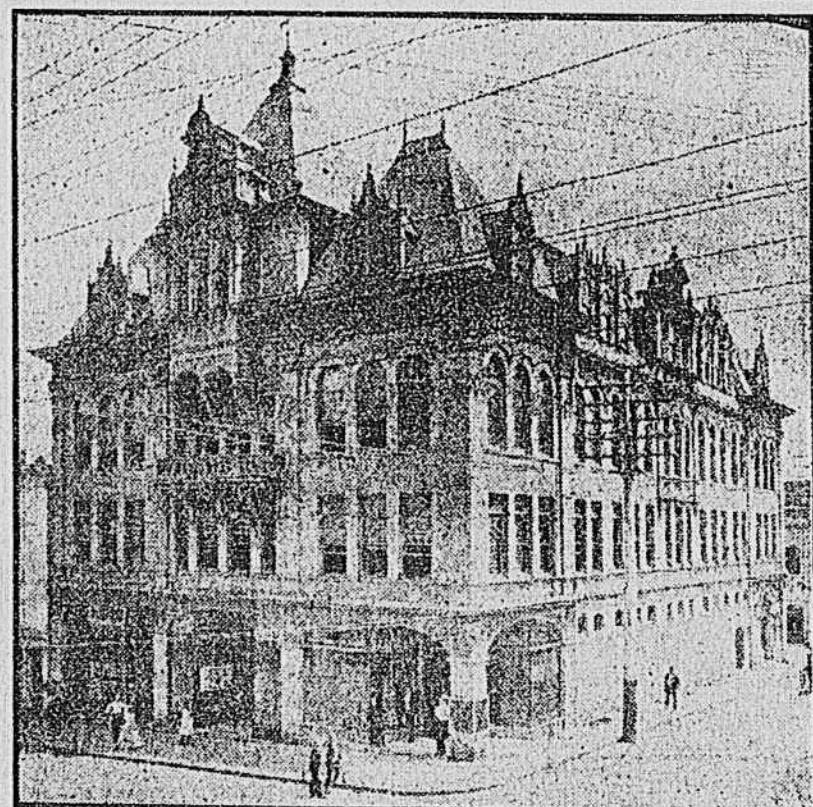
Suburban Activity. As the skies clear up and signs of the near approach of spring are to be seen on every hand the men who handle suburban property are getting busier and busier every day. They were very much that way last week, and some of them made some good sales. Activity is noticeable in Highland Park, Barton Heights, Norwood, Battery Road, Ginter Park, and, in fact, all of the suburbs. In all of these building operations are going on rapidly, and new ground for homes is being broken nearly every day. I am told that contracts have been closed within the last few days for the erection of fourteen residences in Ginter Park this spring and summer.

There are also active operations on the south side of the James all the way from Woodland Heights out to

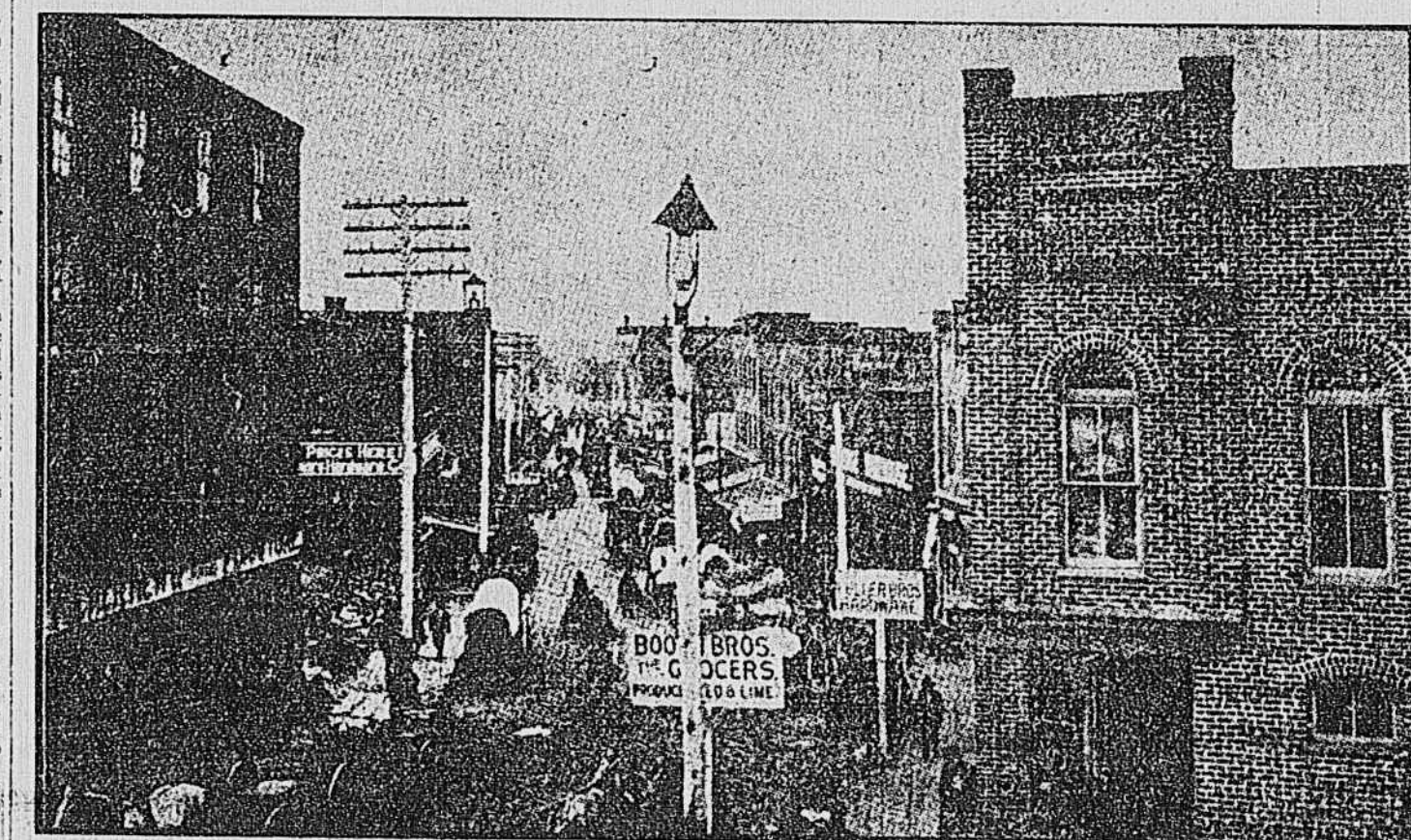
INDUSTRIAL DANVILLE



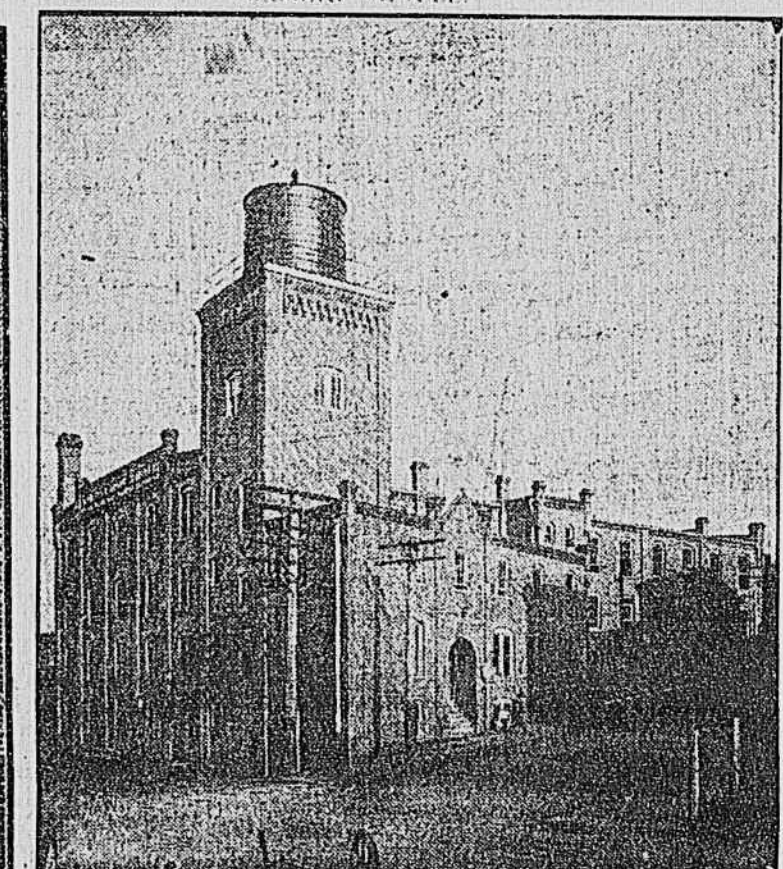
BIG FLOURING MILLS.



MASONIC TEMPLE.



UPPER TOBACCO DISTRICT.



A MANUFACTURING PLANT.

LEAF TOBACCO MARKET ACTIVE

Offerings Somewhat Smaller.
Demand Active and Prices
Good—Large Burley Sales.

GOOD WRAPPERS ARE HIGHER

All the Leaf Markets Show Decreased Deliveries and Somewhat Stronger Figures.

In all of the markets of Virginia and North Carolina the sales of loose leaf tobacco were smaller last week than the week previous, due to cool weather and the demands made upon the time of farmers and their teams by the work of preparing for this year's crops of farms. All of the markets remain firm and active. The better grades of leaf are now coming more prominently to the front, and prices for the same are holding up well.

The sales of dark stocks in Richmond the past week amounted to about 750,000 pounds, and the Burley offerings footed up about 425,000 pounds. Davenport Warehouse, which makes a specialty of Burley, had sales five days during the week, and disposed of about 400,000 pounds at prices that were satisfactory to the sellers.

Sun-cured wrappers sold a trifle higher than heretofore, many piles being knocked out at figures ranging from \$25 to \$35. The manufacturers and other buyers are scanning every pile of good sun-cured stock, especially wrappers and good fillers, that shows up, and the outside figures are being paid for these grades.

There was active business in package goods, and reports of good round lots changing hands were numerous during the latter part of the week.

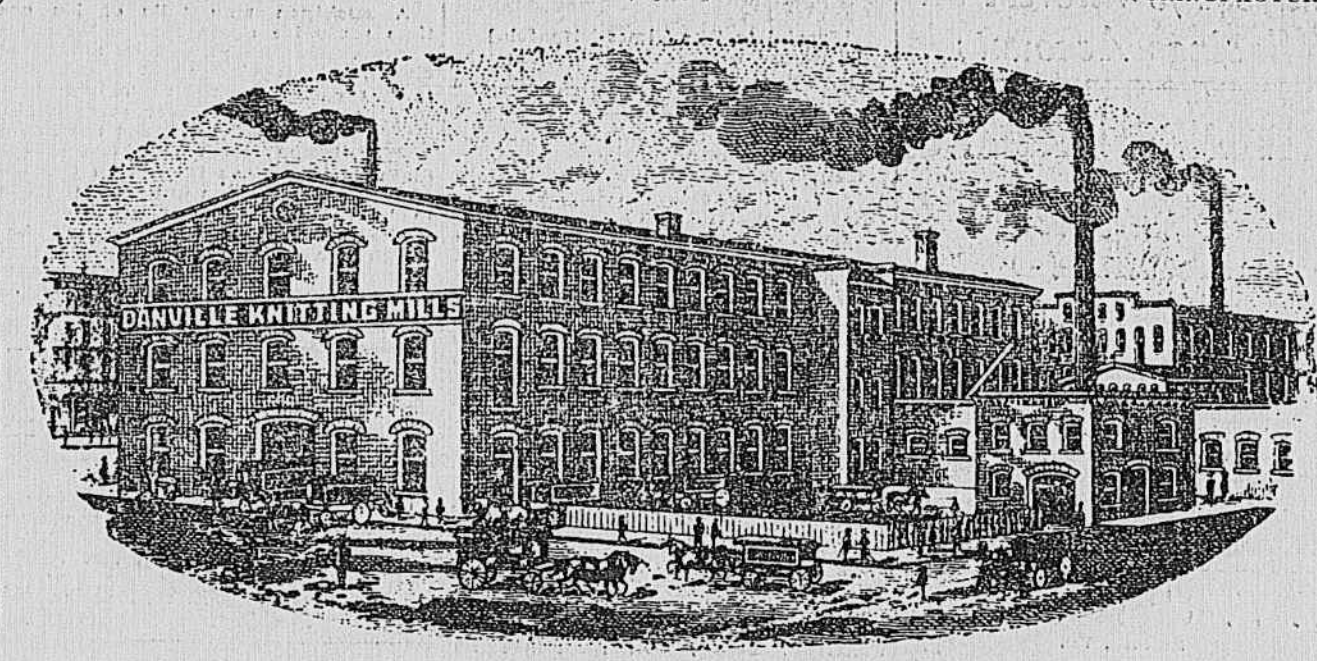
Tobacco Report.

(Special to The Times-Dispatch.) Danville, Va., February 25.—There have been good sales this week. The market selling around 1,750,000. The quality of the offerings was not altogether as good as it had been for some time past, there being a small proportion of wrapper and the finer grades. Prices on the common and medium grades are rather stronger than they were several weeks ago, the better types remaining about the same.

The buyers have been out in full force, which has made an active market.

Some business has been done in re-dried stock, but the operations have been only moderate. It is generally estimated that from 75 per cent. to 80 per cent. of the crop has been sold in this section.

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A MANUFACTURING DISTRICT.

BOYS AND POULTRY; CHICKEN RAISERS

Poultry Industry Gives the Smart Boy a Splendid Business Training School.

"It is a good thing," says a writer in the Florida Times-Union, "for a boy to become interested in something useful to the point of engaging him in continuous effort toward a definite end. Especially is it a good thing if the community benefits by the results of his activities."

The boy who engages in chicken raising cannot succeed unless he takes an interest in animal life. He must learn to be gentle to his charges, to study their welfare, to provide for their comfort. Regular habits are necessary to success, for chickens are to be attended to with regularity. Cleanliness is a good habit that will be inculcated, for their health will fail if he does not keep all things clean about the poultry yard.

Most boys love "to make things." The necessary constructions for the poultry yard will call forth his constructive abilities and he will learn the use of tools. The emergencies that will arise are likely to call upon his ingenuity to meet them.

In the matter of feeding he will be led to study something outside the lessons of the school room. He will learn what he must feed to make his chicks grow fast, what to encourage his hens to lay, what feeds are useful to fatten such fowls as he wishes to sell.

He will learn to save money to begin or to extend his operations to the glorious and that he may raise money by his own exertions. He will naturally

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VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Chance for Great Speech—Business Men for Law Makers—County Fairs—Bad Law Ought to Go—Wasted Material—Minor Suggestions.

BY FRANK S. WOODSON,
(Industrial Editor.)

One of the United States Senators from Oregon made a speech in the upper house of Congress a week or so ago, and by way of illustration he told all about a little industrial boom now said to be on in and about the city of Portland, in his State. The whole thing was printed in the Congressional Record and obtained a wide circulation. What is the matter with Congressman Lamb or one of the Virginia Senators rising from his seat and making a little speech on James River improvement or any other subject that comes handy, and in so doing read copiously from Dabney's latest pamphlet giving those gratifying figures concerning Richmond's industrial growth for the past decade? These facts and figures are well calculated to inspire and enliven the average congressional deliberance, and if the Record is as good an advertising medium as the Industrial Section of The Times-Dispatch, a power of good might be the result.

This is just a hint, one of the kind that is said to be all-sufficient when aimed towards a healthy chunk of wisdom.

Strictly Business Men Wanted.

I was up in Mecklenburg county the other day and found that a large number of people are trying to get Lucius Gregory, of Chase City, to allow them to elect him to the Virginia Senate. Gregory is a vigorous and most successful business man. He is at the head of a great worldworking plant, is the leader in a number of other en-

terprises, and in his official capacity as supervisor he has performed and is still performing wonders in good roads building, and is doing it by introducing strictly business methods in road making. He could ill afford to spare even sixty days from his many duties at home to serve the people in the Legislature, but legislative halls need just such strictly business men as Lucius Gregory, and if he lets the people send him to Richmond next fall those people will be the gainers.

That Iniquitous Law.

The privilege of recording deeds and mortgages, made by Leroy Brown in an interview published in this paper several weeks ago, has attracted attention all over the State and caused no little discussion. It is an outrageous law that ought to be abolished. It is an unjust tax on the land that no other State in the Union imposes on its citizens, and besides it is detrimental to business in that it exposes a man's private business when he comes to Virginia and invests in any kind of realty, and some people will go away before they will submit to it. It is an iniquitous tax that was originally imposed by a carpenter-bagger-scaulawag Legislature in the days of reconstruction. It was a disgrace to the State when first imposed, and a greater disgrace the longer the law is allowed to remain on the statute

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GOOD ROADS OUT FROM CHASE CITY

Strictly Business Methods Introduced by Strictly Business Men—Political Pull Ignored.

GOOD WORK NOW BEING DONE

How Sixty Thousand Dollars Buys Forty Miles of First-Class Highway.

BY FRANK S. WOODSON.

Chase City, Va., February 25.—In season and out of season, this paper has preached good roads in Virginia, and in season or out of season, it has contended for the introduction of strictly business methods in the matter of road building. Nearly two years ago when the industrial editor made an automobile canvass of nearly half the State in the interest of good roads and made nearly 150 speeches—or at any rate made one speech 150 times—to audiences varying in size from a half dozen men to 200 men and women, strictly business methods and the divorcement of courthouse politics from up-to-date road-making were always emphasized. My collaborator at the time, J. E. Pennybacker, of the Highway Bureau of the United States government, was equally as pronounced in his treatment of this phase of the subject.

The Necessity for It.

What was the necessity of that kind of preaching? Well, every one who has ever studied road politics in a city or become acquainted with the ways of what are sometimes called "courthouse rings," knows very well where that necessity came in. Many counties in Virginia and other States, too, I guess, have wasted a great deal of good money simply by working roads more in the interest of politics than in the interest of the traveler over bad roads. The time has been when in many counties, and maybe in some now for aught I know to the contrary, that when a man was to be employed by the powers that be to superintend and direct the building or the rebuilding of a road an expert road-builder—a man who had the requisite knowledge of the art—had no chance if an ignoramus who controlled a large number of votes in his district, or had influential relatives or friends who had and exercised such control was an applicant for the job. The result in every such case was that the road fund was wasted and the work done on the highway was no good and lasted through but a few rains.

Competent and experienced men—men who know the business—are just as necessary in the road-making, or the shoe-making business, or any other kind of business. Virginia counties

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ABOUT DANVILLE AND ITS GROWTH

What a Decade Has
Done for the City
on the Dan.

COMPARISON OF FACTS AND FIGURES

No More Standing on One Leg.
Variety of Manufacturing Interest Makes Up the Big Business Whirl—Increases in All Business Lines.

BY FRANK S. WOODSON,
(Industrial Editor.)

William A. Moorman, the secretary of the Commercial Association of Danville, has prepared and is sending out a most interesting little folder, which gives in condensed form a vast deal of information about the growth of that city in the last ten years, and shows the diversity of industrial development there.

Danville has not always rejoiced in diversified manufacturing interests, because for many years it was a town that commercially and industrially stood upon one leg, and one only, and that was the tobacco interest.

It has always been a good tobacco town, and is to-day the largest bright tobacco market in the world, a distinction it has enjoyed ever since the War between the States. As strange as it may seem to the wideawake men who are now engaged in other manufacturing lines in Danville, the time was, and not more than a quarter of a century ago, when the business men there opposed in a way attempts to establish in Danville any new enterprises that might be in any way disconnected with tobacco. The claim was set up that a cotton manufacturing interest or an iron industry or a big woodworking enterprise or any other extensive industrial effort would be but to weaken the tobacco industry, hurt the market and cause a leaking at the spigot larger than any possible inflow at the bung.

How the Change Came.

Because of this sentiment a magnificent and valuable water-power was allowed to go to waste for many long years, being utilized only to turn the wheels that ran a playpoint foundry and a little one-horse corn-grinding mill, two small affairs that sat meekly on the banks of a little canal which drew enough water from Dan River to keep at least a dozen overshot wheels going, and after much waste of power, and by and by, and after much wasting and ailing and cross-ailing in the courts, the water-power and riparian rights were brought on the market. Live men with capital became the purchasers and the power was developed. The cotton mills were built and successfully operated, woodworking establishments came along, flouring mills were erected and put in operation, shirt and overall factories were established, hosiery mills and furniture factories came also, electric lighting plant was established by the city, and another electric plant for trolley car purposes was put in by the street car company, the foundry and iron-working plant was enlarged, and from it grew an elevator-making establishment.

More Power and More Business.

So fast did these good things come along more power was required, and the cotton mill people went higher up the Dan River and developed another and greater power, and a mile above the city built another immense cotton mill around which has grown an attractive town that is to all intents and purposes a part of the city. And all through this twentieth century development and growth, the tobacco interest has never abandoned, but prospered and the trade has enlarged and spread out until bright leaf tobacco, that is marketed in Danville from all parts of the bright tobacco belt, is shipped to every tobacco consuming country in the wide, wide world. No body can be found in Danville now who will argue that the inauguration of a new kind of industry can have the one effect of crippling or extinguishing an old established one of another kind, and it is strange that, anywhere anywhere, ever did advance such a silly proposition. But let's come to those reliable figures, and they are reliable, for Secretary Moorman compiled them from United States government records, from municipal data, from the books of the court clerks and from the records.

As to the Census.

The population of Danville in 1900 was 16,520, and the census taken last year showed it to be 19,020. This was an increase in ten years of only 2,500 or 15 per cent. The figures are a trifle misleading for several reasons. The town of Schoolfield, which grew up around the new cotton mill, caught all of the mill operatives who came to Danville to work. They are really Danville citizens, and they number at least 2,500, possibly 3,500. Then, too, the town of Danville, which grew up around the new cotton mill, caught all of the mill operatives who came to Danville to work. They are really Danville citizens, and they number at least 2,500, possibly 3,500. Then, too, the town of Danville, which grew up around the new cotton mill, caught all of the mill operatives who came to Danville to work. They are really Danville citizens, and they number at least 2,500, possibly 3,500.

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Banking Capital and Surplus Funds.

Banking capital and surplus funds increased in the decade from \$663,640 to \$850,000, an increase of 22 per cent., and the deposits went up from \$1,478,153 to \$2,808,113, an increase of 90 per cent. Bank loans grew up from \$2,081,777 to \$3,418,935, or 67 per cent. The assessed valuations of the city grew in ten years from \$10,014,279 to \$11,027,928, an increase of 10 per cent., and of course this does not include the big mills erected just outside of the city, as above shown.

Comparative Business Figures.

The capital invested in manufacturing increased 88 per cent., or from \$6,000,000 in 1900, to \$11,330,250 (Continued on Last Page.)